

Message Text

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P 062212Z PEB 75

FM SECSTATE WASHDC

TO AMEMBASSY TEHRAN PRIORITY

UNCLAS STATE 027682

E.O. 11652: N/A

TAGS: BEXP, IR

SUBJECT: PRODUCT OPPORTUNITY: PRIME MOVERS AND ROLLING

--- STOCK FOR IIGF TRANSPORTATION

REF: A) TEHRAN 1045; B) STATE 18540; C) STATE 13498

1. OVERSEAS PRODUCT SALES GROUP OF DOC HAS SPOKEN WITH FOUR MAJOR TRAILER AND SEVERAL LEADING TRUCK (INCLUDING MACK) MANUFACTURERS RE REQUIREMENTS OUTLINED IN REFTEL A. MARCH 20 DEADLINE FOR TRUCKS AND TRACTORS AS MENTIONED IN PARA 3 OF REFTEL IS BEYOND CAPABILITIES OF U.S. SUPPLIERS. TRAILER MANUFACTURERS NOT AS NEGATIVE RE DEADLINE BUT WOULD OBVIOUSLY BE UNDER EXTREME PRESSURE TO DELIVER. CLARIFICATION AND/OR EXPLANATION AS TO FIRMNESS OF MARCH 20 DEADLINE WOULD BE HELPFUL AS BOTH TRUCK AND TRAILER MANUFACTURERS HAVE INDICATED THAT REQUIREMENT WILL BE GIVEN HIGHEST PRIORITY.

2. PULLMAN, INC. REP IN WASHINGTON ADVISED DOC THAT ROBERT LINSENMAYER, MANAGER INT'L SALES, TRAILMOBILE DIV. OF PULLMAN IS CURRENTLY IN TEHRAN AND IS STAYING AT TEHRAN

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HILTON (SEE REF B). HE CAN BE REACHED EITHER THERE OR THROUGH THEIR AGENT, MR. VICTOR JAMAL (PHONE 843-708). REQUEST EMBASSY CONTACT LINSENMAYER AND BRIEF HIM ON TRAILER REQUIREMENT.

3. FRUEHOFF REP HAS ALSO ASKED THAT EMBASSY CONTACT THEIR LOCAL REP, MR. BEYKI HAML, VA NAGHELI DAKTHELI (PHONE 821015 THRU 18) IN TEHRAN FOR BRIEFING OF REQUIREMENT.

4. WOULD APPRECIATE ANY FURTHER INFO EMBASSY MAY HAVE ON REQUIREMENT, PARTICULARLY HOW TRUCK SUPPLIERS CAN OBTAIN EXTENSION OF MARCH 30 DEADLINE. KISSINGER

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*** Current Handling Restrictions *** n/a

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